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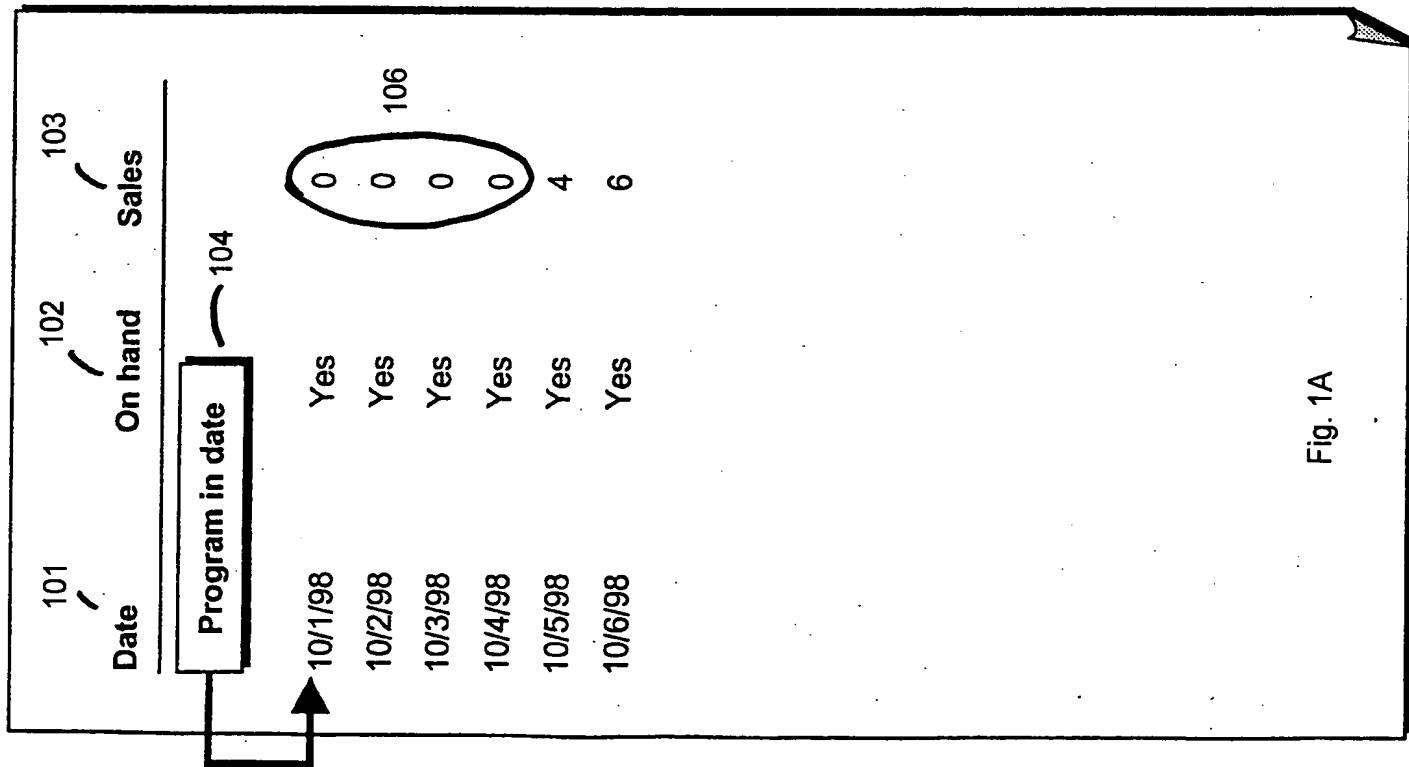


Fig. 1A

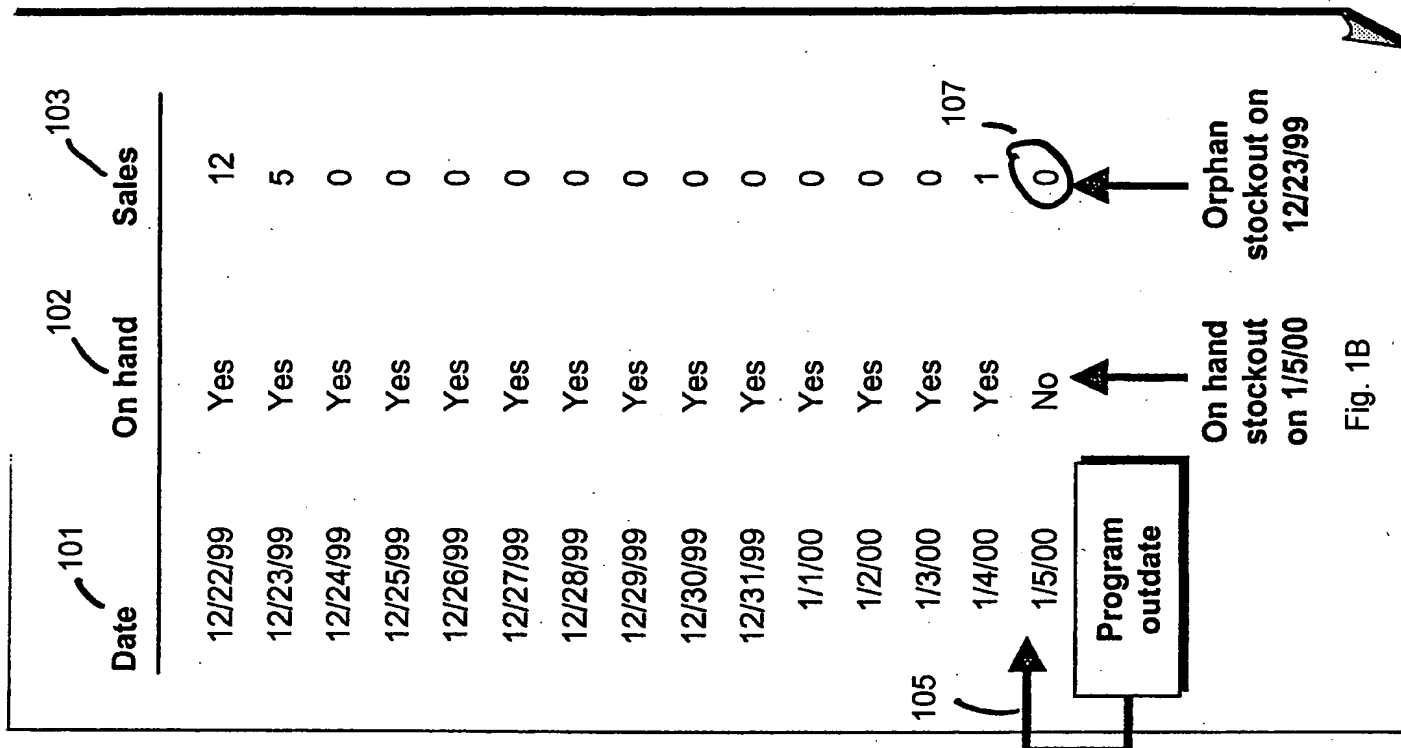


Fig. 1B

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Average sales

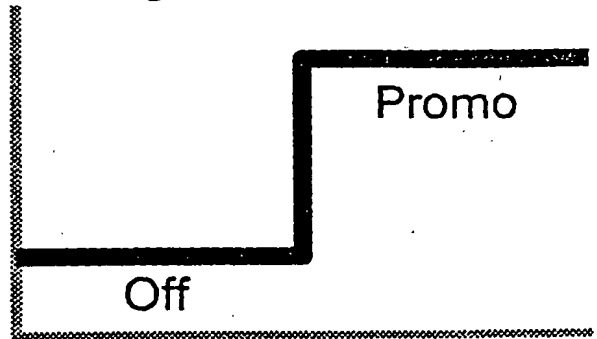


Fig. 2B

Actual sales

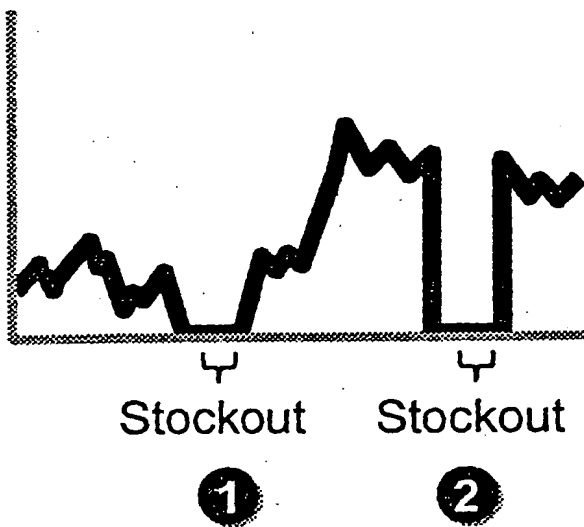


Fig.2A

Profile fill  
Sales profile

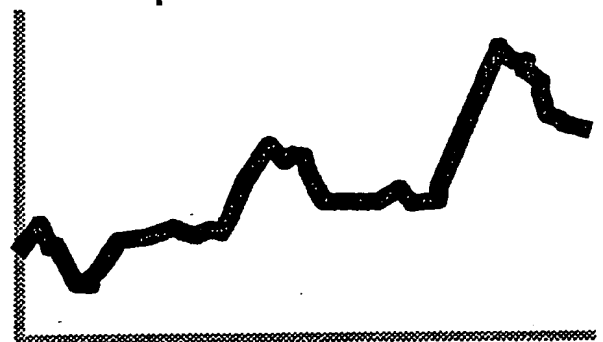


Fig 2C

008077" 44680460

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Items		Totals			
Locations	105421	105422	105423	105424	...
001	235	1021	427	2050	
002	295	1421	681	3561	
003	405	2435	828 <sup>301</sup>	4829	
.	186	876	-	1628	
.	508	3250	975	5243	
891	325	2072	501	4222	

302

Fig. 3

008011" 44680.60

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Shares Profiles 401 402 403

Location	Location Name	Unit Fraction
0001	BROADWAY 1	0.00681708
0002	PARAMUS	0.00649245
0003	TYSON'S CORNER	0.00827788
0004	MONTGOMERY MALL	0.00486934
0005	LEXINGTON	0.00584321
0006	NEW MADISON AVENUE	0.00486934
0007	BROADWAY 2	0.00714170
0008	ROCKAWAY	0.00470703
0009	GEORGETOWN	0.00324623
0010	EMERALD SQUARE	0.00389547
0011	WOODBIDGE	0.00600552
0012	MALL OF NEW HAMPSHIRE	0.0097387
0013	FASHION CENTER	0.00811557
0014	MANHATTAN MALL	0.01119948
0016	STATEN ISLAND	0.00714170
0017	LAKESIDE MALL	0.00292160
0018	PHEASANT LANE	0.00405778
0019	WILLOWBROOK, NJ	0.00876481
0020	SOUTH STREET	0.00275929
0021	FAIRLANE TOWN CENTER	0.00373316
0022	TWELVE OAKS	0.00535627

Share Name:

Product

Product Location

Cancel

Fig. 4

008077" 11680260

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Shares

Profiles

501

502

Date	Unit Fraction
1/31/99	0.00143485
2/1/99	0.00143485
2/2/99	0.00143485
2/3/99	0.00143485
2/4/99	0.00143485
2/5/99	0.00143485
2/6/99	0.00143485
2/7/99	0.00143485
2/8/99	0.00143485
2/9/99	0.00143485
2/10/99	0.00143485
2/11/99	0.00143485
2/12/99	0.00143485
2/13/99	0.00143485
2/14/99	0.00143485
2/15/99	0.00143485
2/16/99	0.00143485
2/17/99	0.00143485
2/18/99	0.00143485
2/19/99	0.00143485
2/20/99	0.00143485
2/21/99	0.00143485

Product

Product Location

Cancel

Profile Name:

Fig. 5

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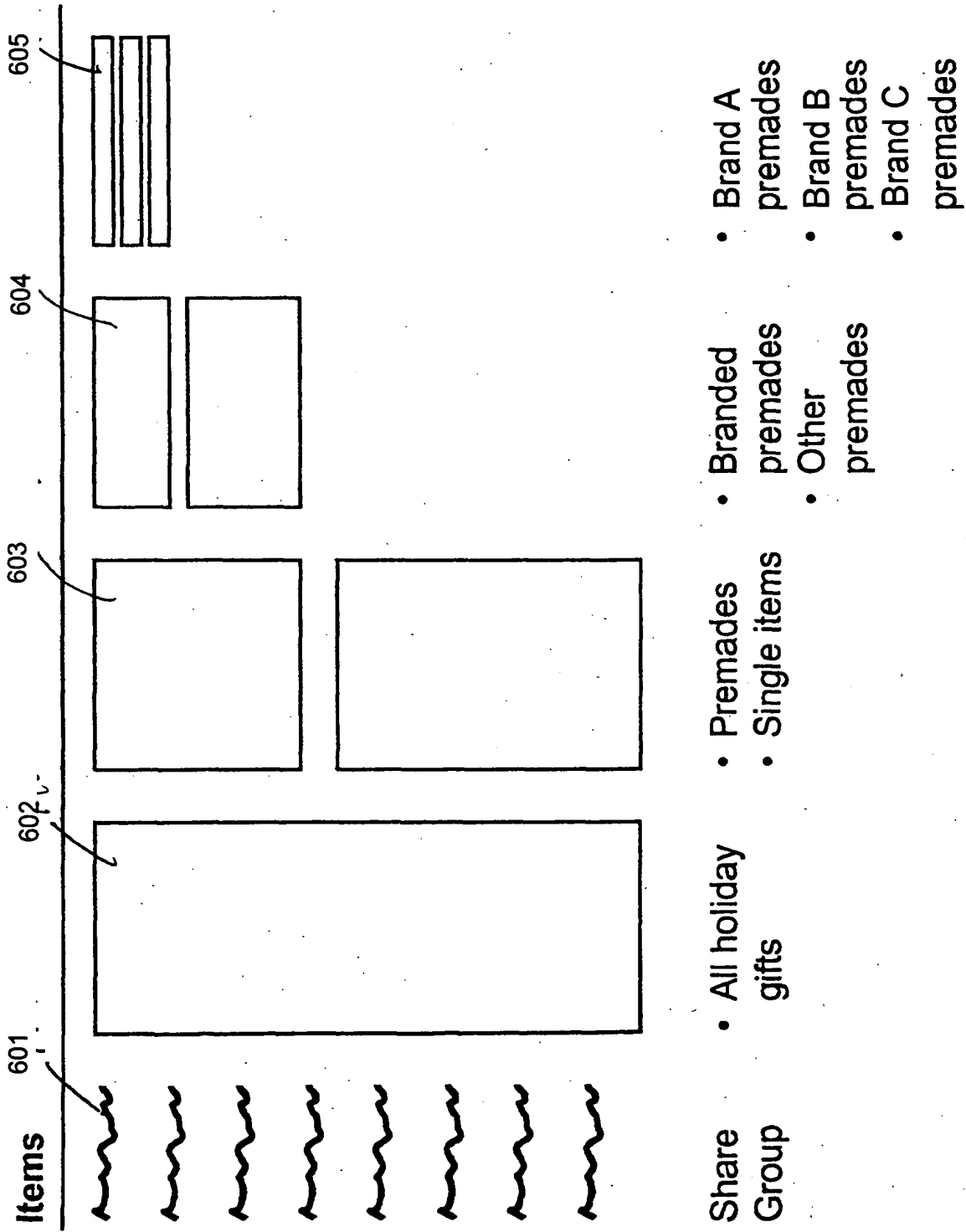


Fig. 6

002011" 44680260

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Pivot Dates	Share Groups	InSeason	Coverage Index																																										
<table border="1"><thead><tr><th>InSeason Period</th><th>InSeason Fraction</th></tr></thead><tbody><tr><td>1</td><td>0.1000</td></tr><tr><td>2</td><td>0.1500</td></tr><tr><td>3</td><td>0.2500</td></tr><tr><td>4</td><td>0.3500</td></tr><tr><td>5</td><td>0.6000</td></tr><tr><td>6</td><td></td></tr><tr><td>7</td><td></td></tr><tr><td>8</td><td></td></tr><tr><td>9</td><td></td></tr><tr><td>10</td><td></td></tr><tr><td>11</td><td></td></tr><tr><td>12</td><td></td></tr><tr><td>13</td><td></td></tr><tr><td>14</td><td></td></tr><tr><td>15</td><td></td></tr><tr><td>16</td><td></td></tr><tr><td>17</td><td></td></tr><tr><td>18</td><td></td></tr><tr><td>19</td><td></td></tr><tr><td>20</td><td></td></tr></tbody></table>				InSeason Period	InSeason Fraction	1	0.1000	2	0.1500	3	0.2500	4	0.3500	5	0.6000	6		7		8		9		10		11		12		13		14		15		16		17		18		19		20	
InSeason Period	InSeason Fraction																																												
1	0.1000																																												
2	0.1500																																												
3	0.2500																																												
4	0.3500																																												
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19																																													
20																																													
In Season Name:			InSeason																																										
<div>Add</div> <div>Delete</div> <div>OK</div> <div>Apply</div> <div>Product</div> <div>Product Location</div> <div>Cancel</div>																																													

Fig. 7

002077" 14680/60

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A		B	C	D	E	F	G	H	I	J	K	L
FASHION MODEL STOCK REPORT - ONE ITEM ALL LOCATIONS												
12018 NATURAL FACE ENHANCER												
STS Location	STS Location Description	In Date	Out Date	Activity Cycle	Profile Name	PG (units)	Plan Share (percent)	Group Sales Share (percent)	Interwaste Share (percent)	Cumulative Sales Share (percent)	Model Stock (units)	Sales (units)
1	BROADWAY 1	3/4/00	9/30/00	9/30/00	Space Jun	0	0.007915	0.008251	0.007915	94.97428	0	0
2	PARAMUS	3/4/00	9/30/00	9/30/00	Space Jun	0	0.001979	0.003525	0.001979	23.74357	0	0
3	TYSON'S CORNER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004296	0.006178	0.004296	51.55747	0	0
4	MONTGOMERY MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002996	0.002985	0.002996	35.95455	0	0
5	LEXINGTON	3/4/00	9/30/00	9/30/00	Space Jun	0	0.005597	0.006214	0.005597	67.16038	0	0
6	NEW MADISON AVENUE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.005727	0.005717	0.005727	80.72814	0	0
7	BROADWAY 2	3/4/00	9/30/00	9/30/00	Space Jun	0	0.007293	0.006887	0.007293	87.51201	0	0
8	ROCKAWAY	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00277	0.003761	0.00277	33.241	0	0
9	GEORGETOWN	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004636	0.003871	0.004636	55.62779	0	0
10	EMERALD SQUARE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.0026	0.002862	0.0026	31.20583	0	0
11	WOODBIDGE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.003957	0.005198	0.003957	47.48714	0	0
12	MALL OF NEW HAMPSHIRE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.003618	0.002337	0.003618	43.41681	0	0
13	FASHION CENTER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004014	0.008657	0.004014	48.16553	0	0
14	MANHATTAN MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.008932	0.011559	0.008932	107.1653	0	0
16	STATEN ISLAND	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004523	0.003954	0.004523	54.27102	0	0
17	LAKESIDE MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002205	0.003923	0.002205	26.45712	0	0
18	PHEASANT LANE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002544	0.002619	0.002544	30.52745	0	0
19	WILLOWBROOK, NJ	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004127	0.006049	0.004127	49.5223	0	0
20	SOUTH STREET	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004466	0.004645	0.004466	53.59263	0	0
21	FAIRLANE TOWN CENTER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00147	0.002879	0.00147	17.63808	0	0
22	TWELVE OAKS	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00277	0.004052	0.00277	33.241	0	0
23	BURLINGTON MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.006614	0.007451	0.006614	79.37136	0	0
24	WHITE MARSH	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002148	0.002741	0.002148	25.77873	0	0

Fig. 8



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AND DISTRO REPORT - ONE PER ALL LOCATIONS NATURAL FACE ENTRANCER															
STATION NUMBER	DISTRIBUTION DATE	CITY	DISTRICT	DATE	TIME	ACTIVITY	Cumulative Previous			Case			Minimum PG	Maximum PG	
							Model	Sheet	Total	Desired	Rounded	Case			Sheet
							(Units)	(Units)	(Units)	(Units)	(Units)				
1 BROADWAY 1	1/24/00	Last Distro		3/4/00	9/30/00	94,9743	0	94,9743	94	94	Y	Y	N	N	
2 PARAMUS	1/24/00	Last Distro		3/4/00	9/30/00	23,7436	0	23,7436	24	24	Y	Y	N	N	
3 TYSON'S CORNER	1/24/00	Last Distro		3/4/00	9/30/00	51,5575	0	51,5575	51	51	Y	Y	N	N	
4 MONTGOMERY MALL	1/24/00	Last Distro		3/4/00	9/30/00	35,9545	0	35,9545	36	36	Y	Y	N	N	
5 LEXINGTON	1/24/00	Last Distro		3/4/00	9/30/00	67,1604	0	67,1604	67	67	Y	Y	N	N	
6 NEW MADISON AVENUE	1/24/00	Last Distro		3/4/00	9/30/00	80,7281	0	80,7281	80	80	Y	Y	N	N	
7 BROADWAY 2	1/24/00	Last Distro		3/4/00	9/30/00	87,512	0	87,512	87	87	Y	Y	N	N	
8 ROCKAWAY	1/24/00	Last Distro		3/4/00	9/30/00	33,241	0	33,241	33	33	Y	Y	N	N	
9 GEORGETOWN	1/24/00	Last Distro		3/4/00	9/30/00	55,6278	0	55,6278	56	56	Y	Y	N	N	
10 EMERALD SQUARE	1/24/00	Last Distro		3/4/00	9/30/00	31,2058	0	31,2058	31	31	Y	Y	N	N	
11 WOODBRIDGE	1/24/00	Last Distro		3/4/00	9/30/00	47,4871	0	47,4871	47	47	Y	Y	N	N	
12 MALL OF NEW HAMPSHIRE	1/24/00	Last Distro		3/4/00	9/30/00	43,4168	0	43,4168	43	43	Y	Y	N	N	
13 FASHION CENTER	1/24/00	Last Distro		3/4/00	9/30/00	48,1655	0	48,1655	48	48	Y	Y	N	N	
14 MANHATTAN MALL	1/24/00	Last Distro		3/4/00	9/30/00	107,185	0	107,185	106	106	Y	Y	N	N	
16 STATEN ISLAND	1/24/00	Last Distro		3/4/00	9/30/00	54,271	0	54,271	54	54	Y	Y	N	N	
17 LAKESIDE MALL	1/24/00	Last Distro		3/4/00	9/30/00	26,4571	0	26,4571	27	27	Y	Y	N	N	
18 PHEASANT LANE	1/24/00	Last Distro		3/4/00	9/30/00	30,5274	0	30,5274	31	31	Y	Y	N	N	
19 WILLOWBROOK, NJ	1/24/00	Last Distro		3/4/00	9/30/00	49,5223	0	49,5223	49	49	Y	Y	N	N	
20 SOUTH STREET	1/24/00	Last Distro		3/4/00	9/30/00	53,5926	0	53,5926	54	54	Y	Y	N	N	
21 FAIRLANE TOWN CENTER	1/24/00	Last Distro		3/4/00	9/30/00	17,6381	0	17,6381	18	18	Y	Y	N	N	
22 TWELVE OAKS	1/24/00	Last Distro		3/4/00	9/30/00	33,241	0	33,241	33	33	Y	Y	N	N	
23 BURLINGTON MALL	1/24/00	Last Distro		3/4/00	9/30/00	79,3714	0	79,3714	79	79	Y	Y	N	N	
24 WHITE MARSH	1/24/00	Last Distro		3/4/00	9/30/00	25,7787	0	25,7787	26	26	Y	Y	N	N	
25 FREEHOLD	1/24/00	Last Distro		3/4/00	9/30/00	28,4923	0	28,4923	29	29	Y	Y	N	N	
26 CHICAGO PLACE	1/24/00	Last Distro		3/4/00	9/30/00	50,8791	0	50,8791	51	51	Y	Y	N	N	
28 CITY CENTER	1/24/00	Last Distro		3/4/00	9/30/00	31,8842	0	31,8842	32	32	Y	Y	N	N	
29 TOWER CITY	1/24/00	Last Distro		3/4/00	9/30/00	24,422	0	24,422	25	25	Y	Y	N	N	
31 BRIARWOOD MALL	1/24/00	Last Distro		3/4/00	9/30/00	44,7736	0	44,7736	45	45	Y	Y	N	N	
34 CHERRY HILL	1/24/00	Last Distro		3/4/00	9/30/00	25,7787	0	25,7787	26	26	Y	Y	N	N	
35 CLACKAMAS TOWN CENTER	1/24/00	Last Distro		3/4/00	9/30/00	40,7033	0	40,7033	41	41	Y	Y	N	N	
36 BUCKLAND HILLS	1/24/00	Last Distro		3/4/00	9/30/00	30,5274	0	30,5274	31	31	Y	Y	N	N	

**Fig. 9**

008077" 44680460

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**Markdown Setup - Change Activity**

File Edit View Help

Activity:  Date:  Level:  Store:

Products and Locations | Markdown Dates |

Locations for selected Activity: **TBS TBS**

Products for selected Activity: **PLU 9511**

Fig. 10

0080TT" 114680/60

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File Edit View Options Window Help

Markdown Setup - Change Activity

Activity: ROK v3F12M4e Date: 7/19/00 Level: Store

Products and Locations: Markdown Dates

Product	Location	Start Date	End Date
		2/9/00	
		2/10/00	
		2/11/00	
		2/12/00	
		2/13/00	

Buttons: Add, Edit, Delete, OK, Cancel, Apply, Help

Fig. 11

0080T" 44680/60

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Markdown Event Discount List

File

Products and Discount List

Discount List by Product

All Products

Search: 0511

ID	Name
<input type="checkbox"/> 7992	FRAGRANCE COLOUR STICK MOCHA
<input type="checkbox"/> 7993	EYESHINE GOLD LEAF
<input type="checkbox"/> 7994	EYESHINE GOLDEN MOSS
<input type="checkbox"/> 7995	EYESHINE NIGHT SHINE
<input type="checkbox"/> 7996	SHADOW LUSTER CRAYON MIDNIGHT
<input type="checkbox"/> 7997	SHADOW LUSTER CRAYON OLD GOLD
<input type="checkbox"/> 7998	SHADOW LUSTER CRAYON AZURE
<input type="checkbox"/> 8487	CELLULOSE SPONGE
<input type="checkbox"/> 8699	WHISTLE STOP THE VIOLENCE
<input type="checkbox"/> 8738	EYE GEL UNFRAGRANCED
<input type="checkbox"/> 8987	METAL CYLINDER AROMA JAR
<input type="checkbox"/> 8986	SPRING 99 HEMP COSMETIC BAG
<input type="checkbox"/> 8997	SPRING 99 HEMP WASH BAG
<input type="checkbox"/> 9324	CORE LIP AMETHYST
<input type="checkbox"/> 9337	EYE DEFINER NAVY
<input type="checkbox"/> 9391	N/A
<input checked="" type="checkbox"/> 9511	MASS99 FOOT STARTER STOCKIN
<input type="checkbox"/> 9512	MASS99 FOOT STARTER STAR LUNDERS

View Product Tree

Markdown Event Discount List

Discount List

Discount List

Description	Discount Pct.	Unit Pct.
Markdown Test	0.25	2
Markdown Test	0.3	2.5
Markdown Test	0.5	3.5
Run	0.25	7
Run2	5	4

Add

Delete

List by Product

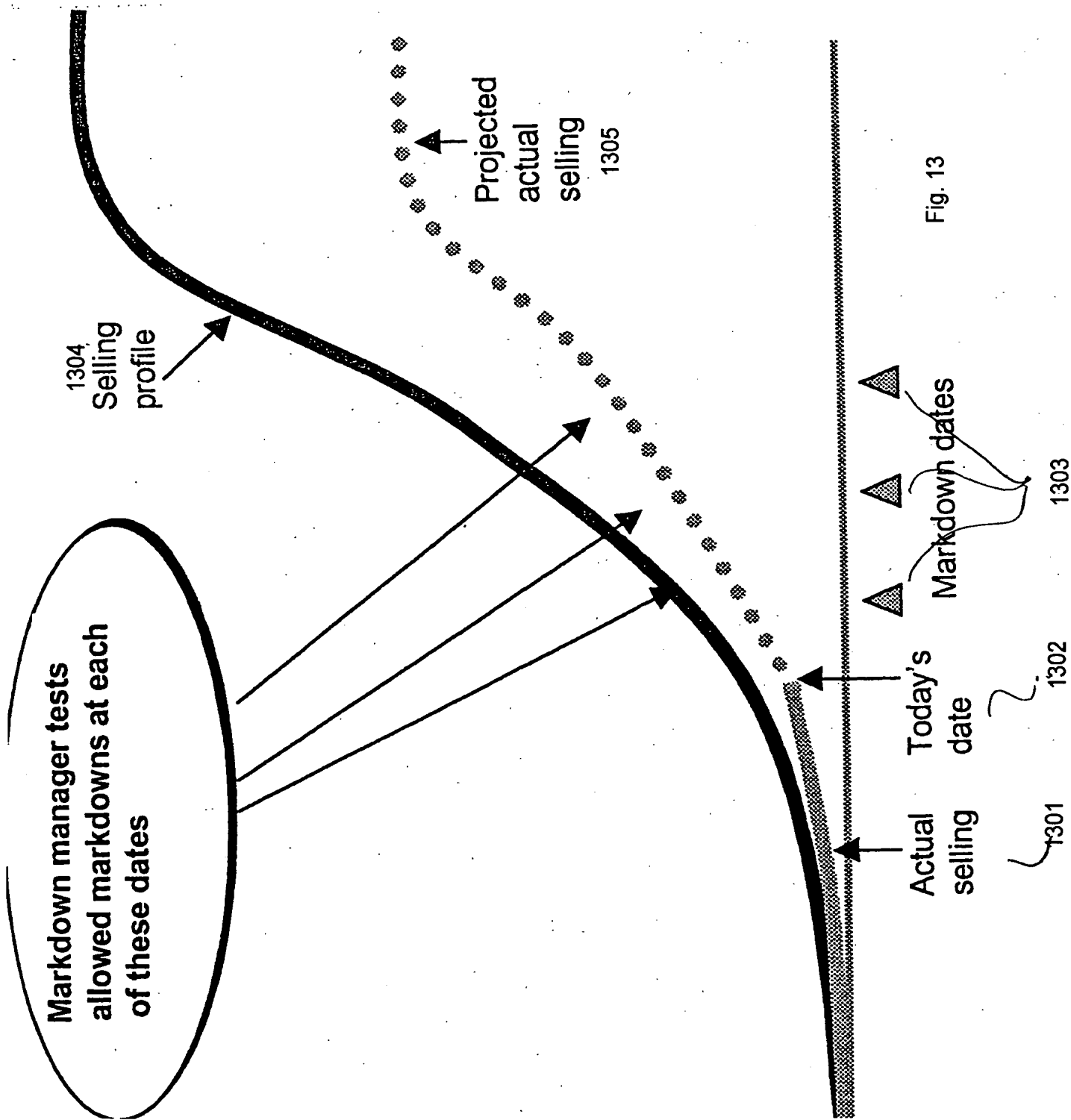
List by Markdown

List by Product and Markdown

Cancel

Fig. 12

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